



KPMG is committed
to serve your
company

KPMG の貴社への貢献のために

Global Japanese Practice, KPMG Düsseldorf

—
May 2018



About KPMG

- KPMG operates in **155 countries**
- More than **174 000 people** are working in member firms around the world.
- KPMG in Germany cooperates with KPMG in Japan in serving Japanese companies in Germany.
- Our **4 Japan Desks in Germany** (with Duesseldorf as biggest hub) serve **more than 500 Japanese clients** with our teams comprising also numerous Japanese speaking professionals from all grades, services and regions.

Through our joint efforts with GJP global teams and solid growth in Europe over the past years, KPMG has strengthened the position as No.1 advisor for Japanese multinationals in Germany and also in EMA region!

KPMG in Germany – Our Offices

ドイツのKPMG

With **24 offices** we are
always located close to our
customers.

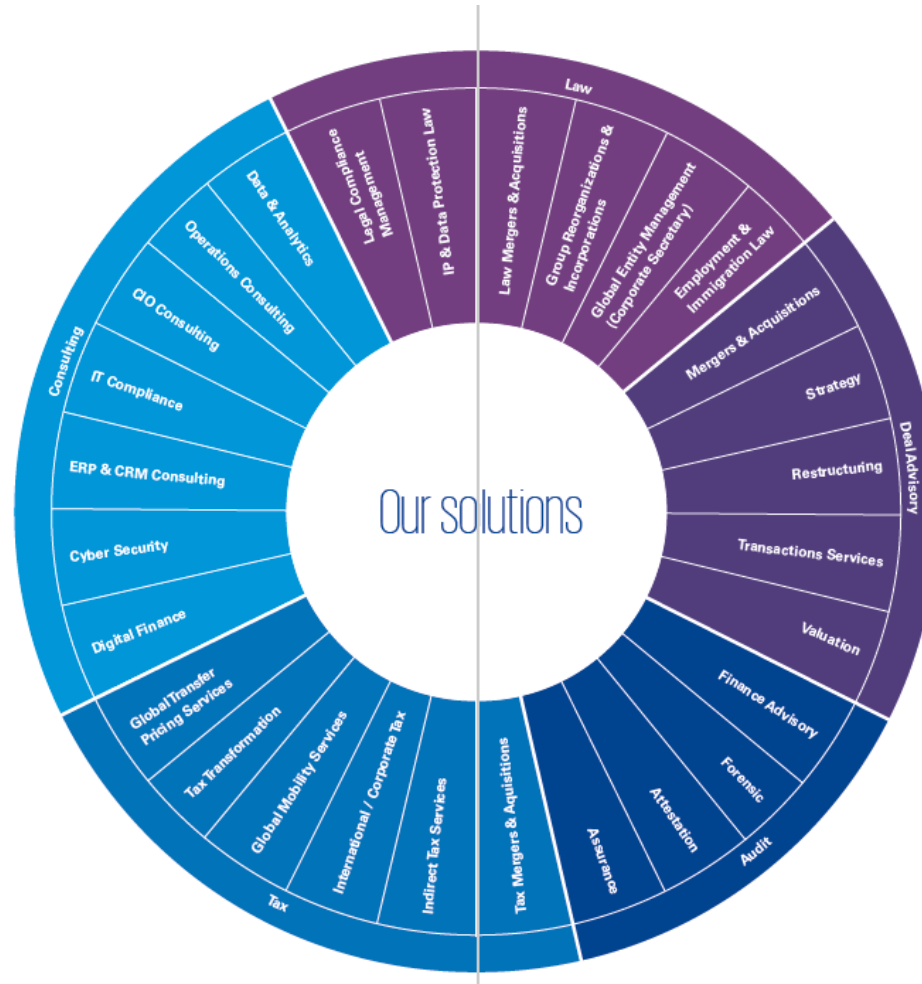
貴社の近くにKPMGの事務所があります
(ドイツ6地域：24カ所)

7 Japan KPMG secondees with KPMG in
Germany



● GJPが設置されている事務所

KPMG in Germany – Our services



KPMG in Germany - Our services





Working with Japanese clients

Characteristics of Japanese



Diligence



Dexterity



Group



Loyalty



Harmony



Team



long



slow

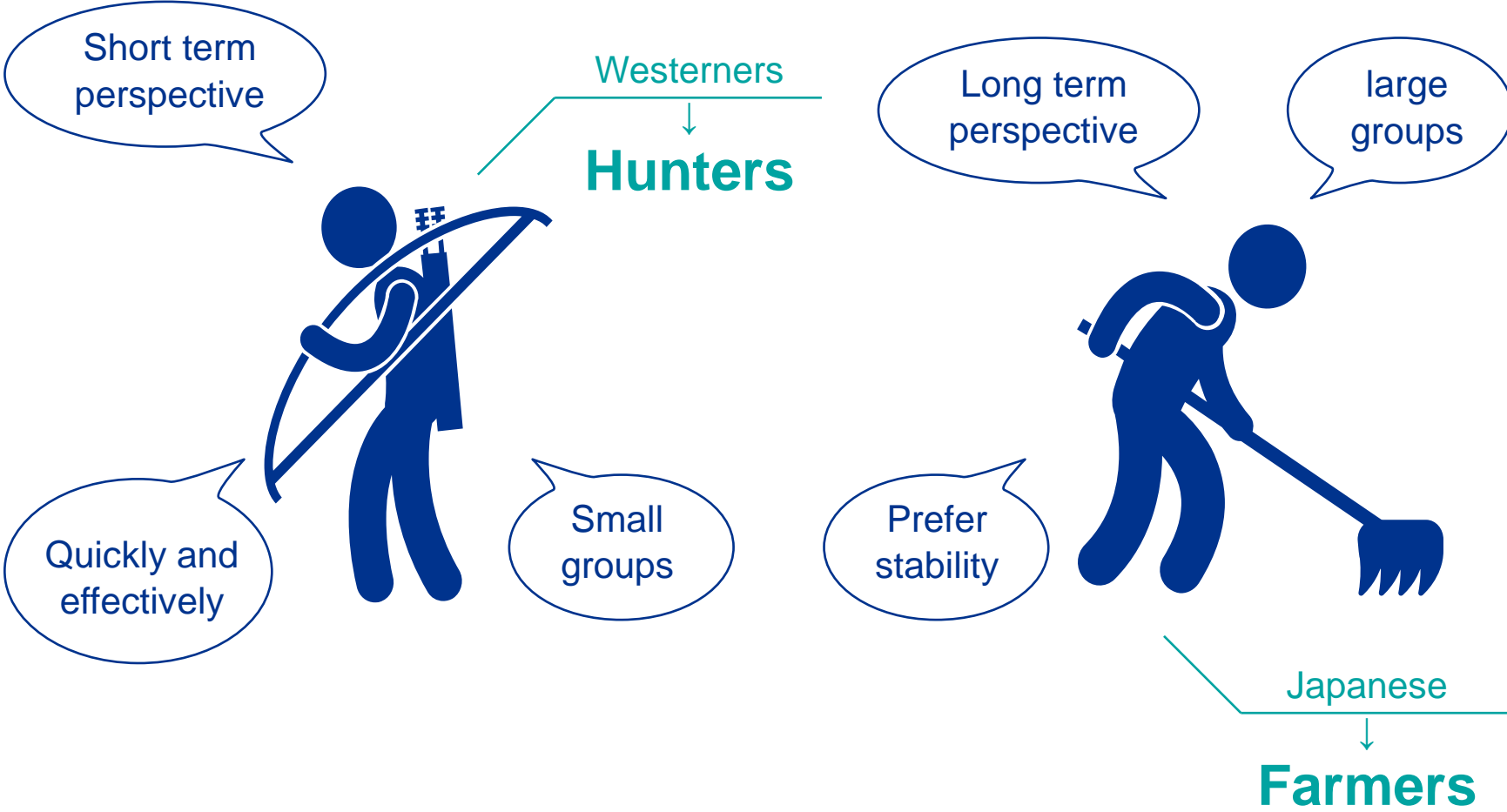


Propriety



Kindness

The origin of Japanese people - hunter versus farmer



Greeting/Business cards



**Without Mr./Ms.
or san suffix**



**Cross your arms or legs in
front of clients**



**Write anything on the
client's business card**



**Openly prioritise
personal commitments**



**Use your smart-phone
during the meeting**



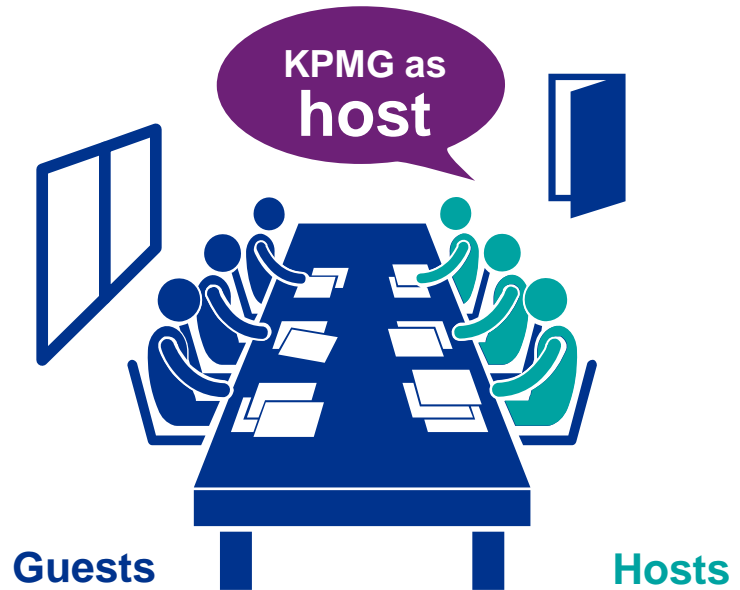
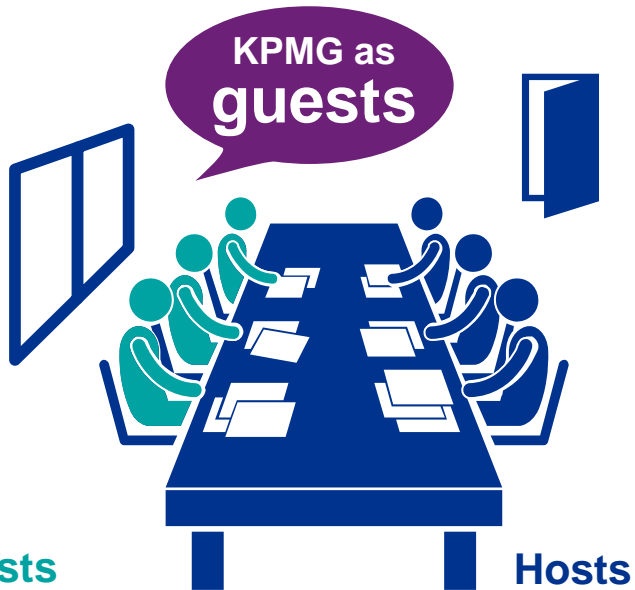
**Interrupt
silence**

Meeting/Seating arrangement

Seating manners in the meeting room

At client site

At KPMG office

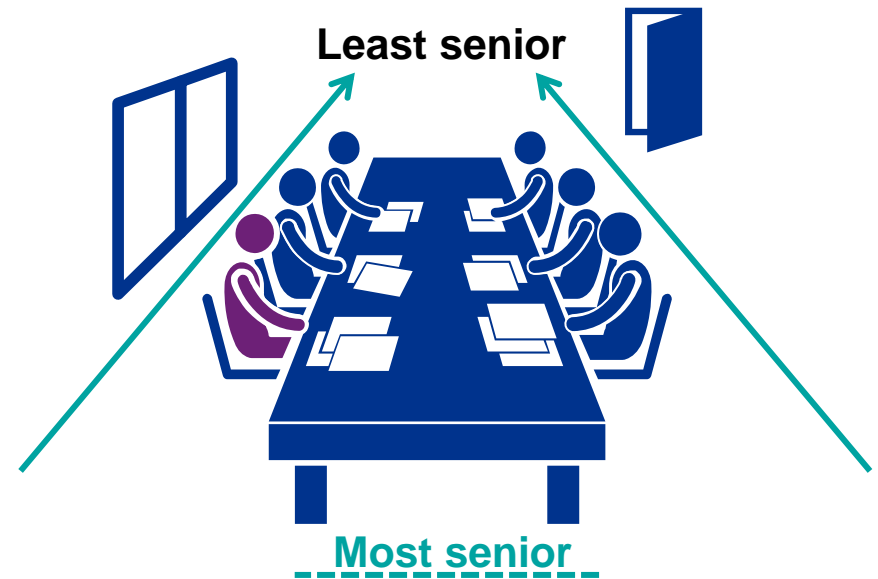
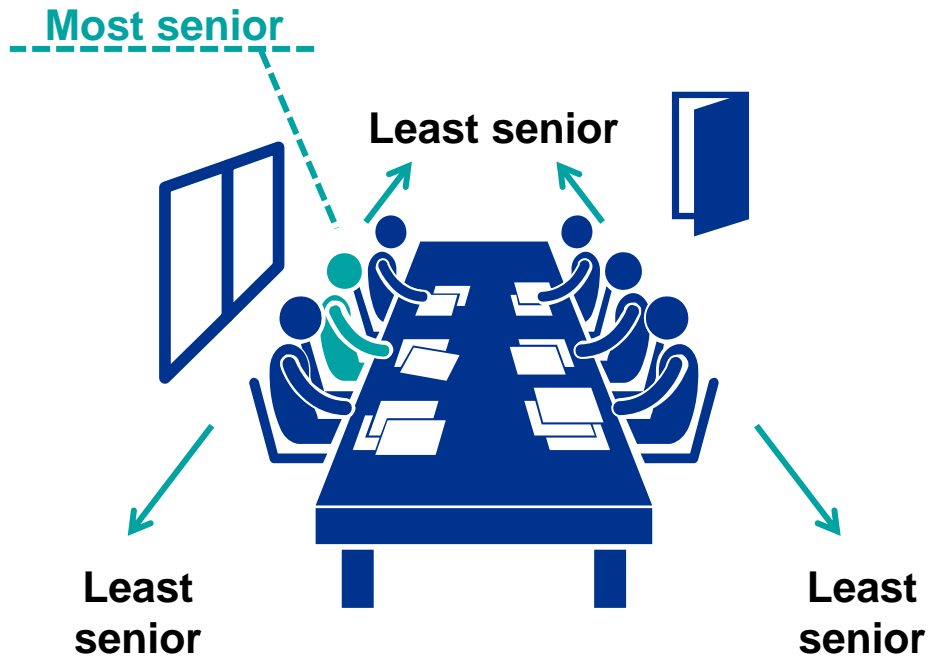


Meeting/Seating arrangement

Seating orders in the meeting room

case-A

case-B



long-term trusted relationship
... It takes a long time to establish trust

trust

patience

investment

01
02
03
04
05
06
07
08
09

Your German Client Service Team in Düsseldorf

デュッセルドルフのドイツ人チーム



Jörg Grünenberger ヨーク グリュンベルガー

Partner, Tax

German Head of Country Practice
Japan

税務パートナー

ドイツカントリーデスク（日本）
の責任者

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jgruenenberger@kpmg.com

PROFESSIONAL QUALIFICATIONS

- German Attorney-at-Law (Rechtsanwalt)
- German Certified Tax Consultant (Steuerberater)
- ドイツ弁護士
- ドイツ税理士

AREAS OF EXPERIENCE

- Worked with teams in Germany and Japan on a variety of large projects in the areas of corporate and international tax (e.g. corporate reorganization, PMI and business integration; M&A, corporate finance, capital repatriation planning, etc.)
- Lived and worked in Japan for overall more than 6 years; fluent Japanese language skills
- ドイツと日本において、様々な法人税及び国際税制に関するプロジェクトを担当（組織再編、PMI及び事業統合、M&A、コーポレートファイナンス、資金還流プランニング等）
- 6年超に渡り、日本での生活及び業務経験があり、日本語が堪能

Your German Client Service Team in Düsseldorf

デュッセルドルフのドイツ人チーム



Jan Schneemann ヤン シュネーマン

Senior Manager, Tax and Legal シニアマネジャー
(税務および法務)

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jschneemann@kpmg.com

PROFESSIONAL QUALIFICATIONS

- German Attorney-at-Law (Rechtsanwalt)
- Certified Tax Lawyer (Fachanwalt fuer Steuerrecht)
- ドイツ弁護士
- 税務弁護士

AREAS OF EXPERIENCE

- Involved in project work on national and international corporate taxation of multinational clients, such as international income allocation, corporate reorganizations, M&A, tax audit support, tax and legal Due Diligence
- Lived and worked in Japan for nearly 7 years; good Japanese language skills
- グローバル企業のドイツ国内外における法人税務（国際所得配分、組織再編、M&A、税務調査サポート、税務及び法務デューデリジェンス等）に関するプロジェクトに関与
- 7年に渡り日本での生活及び業務経験があり、日本語での会話も可能

Global Japanese Practice (GJP) Services for you

貴社に対するグローバル ジャパニーズ プラクティス (GJP) のサービス

GJP Services 日本人スタッフによるサービス

- Occasionally inclusion in the audit, tax and advisory teams as responsible professionals
監査、税務およびアドバイザーチームに属する専門家としてのアドバイス
- Response to the questions through the Japanese direct telephone lines
日本語ダイレクトラインを通じた質問に対する対応
- Japanese language assistance at important meetings
重要なミーティングに際しての日本語による補足および補助
- Meeting arrangements with the appropriate best-fitting German professionals
適切なドイツ人スタッフとのミーティングのアレンジ
- Issuance of Japanese publications and periodic Japanese newsletters
日本語ニュースレターの定期的な発行及びその他日本語出版物の発行
- Japanese seminars/workshops focused on the themes which are unique and topic to Japanese companies
日本企業特有の問題を取り扱ったセミナー、および日本人スタッフによる日本語セミナーの開催

Internet Sites of KPMG

KPMGが提供するインターネット・サイト

- <http://www.kpmg.com> KPMG International のHP : 英語
- <http://www.kpmg.eu> KPMG Europe LLP のHP : 英語
- <http://www.kpmg.de> KPMG ドイツ のHP : ドイツ語
- <http://www.kpmg.or.jp> KPMG日本 のHP : 日本語